

# THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

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## DC Auto Show Confirms Premier Keynote Speakers for Public Policy Day

The Washington, D.C. Auto Show announced today that White House National Climate Advisor, Ali Zaidi, will be the keynote speaker for their Public Policy Day on January 19, 2023. Known on the auto circuit as the official "Public Policy Show", the 10-day consumer show is preceded by an official gathering of automotive industry leaders, government officials, and media contacts to address the current state of the country's essential automotive sector and its future initiatives.

Focused on helping facilitate a more environmentally conscious society and creating the required infrastructure, Zaidi is the current deputy climate advisor for the Biden Administration and a key player to the Bipartisan Infrastructure Law and Inflation Reduction Act. This act is a key proponent to the growing number of electric vehicles available in the market today, as well as the proposed goal of fully transitioning to Battery Electric Vehicles (BEVs),



National Climate Advisor Ali Zaidi (left) and Nikola Motors CEO Michael Lohscheller (right) are set to keynote the Washington, DC Auto Show's annual Public Policy Day.

Hybrid Electric Vehicles (HEVs), Plug-In Hybrid Electric Vehicles (PHEVs), and Fuel Cell Electric Vehicles (FCEVs) in the near future. Zaidi and his team have successfully taken instrumental steps forward in the fulfillment of clean energy and climate in our history.

“We are thrilled to have Ali Zaidi speaking during our Public Policy Day of the 2023 Auto Show,” said John O’ Donnell, CEO and President of the Washington, D.C. Auto Show. “He is leading our country’s climate initiatives and has a great deal of insight, knowledge, and experience to share with other industry leaders.”

From the automotive industry, Nikola CEO Michael Lohscheller is also scheduled to speak during the show’s 2023 Public Policy Day. A member of this global leader organization in zero-emissions transportation and energy infrastructure solutions, Lohscheller has been a pivotal player in moving the battery-electric vehicle (BEV) into production and attaining milestones for the Tre fuel cell electric vehicle (FCEV). Aside from panel discussions and fireside chats, the day will feature U.S News & World Report as they unveil the 2023 Best Cars for the Money awards and a Mid-Atlantic reveal of Toyota’s 2023 Prius Prime.

These events, announcements, and presentations provide the perfect platform to understand and adapt with the direction of the industry and the legislation that is driving it. “No other show brings you closer to the lawmakers that are shaping our automotive industry,” said O’Donnell. “Government decisions that impact the automotive industry are made in our backyard and we are honored that legislators and industry leaders see Public Policy Day as a place to gather and discuss future regulations and objectives.”

Registration for this industry-focused event is now open. All dealership personnel, members of the media, government officials, and industry professionals can RSVP [here](#).

The Washington, D.C. Auto Show is the region’s largest indoor event and one of the top auto shows in the United States, featuring hundreds of new vehicles from the world’s top manufacturers. Displays from Toyota, Nissan, Hyundai, Subaru, Lexus, Chevrolet, and more will fill the convention center. Notable displays include the all-new Lifestyle Pavilion, an Edutainment stage, and the return of the EV pavilion showcasing the growing electric mobility market. Additional features include indoor and outdoor test drives, press events, and other consumer attractions.

Tickets are on sale now and can be purchased on the Auto Show’s website at [www.washingtonautoshow.com](http://www.washingtonautoshow.com).



## Jack Fitzgerald Named an Automotive News "Visionary Dealer"



In its recent “Visionary Dealers” issue, Automotive News’ DC correspondent Audrey LaForest profiled former WANADA Chairman Jack Fitzgerald. The article has been reprinted in part below and can be viewed online [here](#).

Veteran dealer Jack Fitzgerald started a "no haggle" pricing philosophy in 1979, when Chrysler was facing its first brush with bankruptcy. It changed his dealership sales culture. For veteran dealer and industry advocate Jack Fitzgerald, a change in his stores' pricing philosophy started with a cash-starved automaker and a tent.

It was 1979, when Chrysler Corp. faced its first brush with bankruptcy and the financially troubled automaker launched national tent sales across its dealership network to try to stay afloat and reduce its inventory.

"To be in the tent sale, the dealers had to put their rock-bottom price on the windshield of the car, and they had to sell it for that price," Fitzgerald told Automotive News this month.

Fitzgerald — who founded Fitzgerald's Colonial Dodge in Bethesda, Md., in 1966, and had several Chrysler dealerships by 1979 — said sales at the time were "abysmal."

"We were desperate. We'd try anything, so we participated in the [tent] sale," he recalled. "We put the prices on the windshield — no haggle, no hassle — and I was amazed at how effective that was with consumers."

Chrysler later secured nearly \$1.5 billion in loans from the federal government, and many of its dealers went back to the traditional way of selling vehicles.

But for Fitzgerald, no-haggle pricing was here to stay. Continue reading [here](#).

## Slides Available from Recent Fraud Prevention Webinar

The Northeast Regional Chapter of the International Association of Auto Theft Investigators (IAATI) recently held a webinar that WANADA dealer were invited to join. The webinar featured Frank McKenna of Point Predictive. Frank McKenna is the Chief Fraud Strategist of Point Predictive and the author of FrankonFraud, a blog covering global fraud trends. He has worked with over 250 banks and lenders in the US, helping them integrate AI solutions to combat fraud and risk.

All who attended submitted very positive feedback on Mr. McKenna's presentation, which covered fraud patterns and trends uncovered in the auto lending fraud consortium - a vast database containing over 130 million auto finance applications from across the country. The analysis reveals that the industry can expect over \$8 billion in auto fraud risk this year, including schemes to defraud lenders and dealers through income fabrication, use of fake employers, synthetic identities, straw borrowers, ghost loans, powerbooking, and insider fraud.

Whether you were able to attend the webinar or not, you may find the slides useful. IAATI has graciously provided them for download, which you can find [here](#).

## Councilor, Buchanan & Mitchell to Hold Year-End Tax Planning Seminar

Time is running out to make important tax planning and investment decisions before the end of the year. Join Councilor, Buchanan & Mitchell for an upcoming year-end tax planning and market update webinar. Each of the hour-long sessions will feature strategic tax planning considerations for individuals and business owners with a review of the current state of the financial markets by Aleksandr S. Seleznev, MBA, CFP®, CFA of May Barnhard Investments (MBI), CBM's wealth management subsidiary.

The webinar content for all sessions will be the same; CBM is hosting at different dates to allow attendees to participate at a time convenient for them.

[Register here for Dec. 7 @ 11:00 a.m.](#)

[Register here for Dec. 8 @ 4:00 p.m.](#)

## From NADA: What to Expect from Lame Duck Session

This week, Congress returns to Washington to resume its lame duck session, which began after the midterm elections and is expected to last into late December. Congress has a long to-do list for the lame duck, such as extending government funding, which is set to expire on December 16.

The lame duck session presents opportunities to address two especially important dealer legislative issues. First, it would be extremely helpful for dealers to continue to remind Members

of Congress of the importance of LIFO relief legislation to dealers (H.R. 7382/S. 4105) and that it is critical to pass this legislation this year.

Second, NADA is encouraging Members of Congress to contact the Federal Trade Commission (FTC) on its proposed “vehicle shopping” rule that would complicate vehicle sales, lengthen the sales process, and harm consumers. Members of Congress are being urged to sign the Armstrong-McEachin letter asking the FTC to withdraw its “vehicle shopping” rule and instead issue an Advanced Notice of Proposed Rulemaking. The deadline to sign the letter has been extended to November 29.

Additional information regarding these important dealer priorities can be found [here](#).

## **Save the Date: WANADA Member Reception at the 2023 Auto Show**

The WANADA Member reception at the 2023 Washington, DC Auto Show, sponsored by BG Crovato Products & Services and The Kirvan, Pierce, Sweeney Group will be held on **Thursday, January 19th, from 6:00-8:00 p.m.**

Save the date now, as you won't want to miss the first quarter's premier gathering of your friends and colleagues in the local dealer community. Registration information will be released closer to the event.

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